



## *SUCCESS STORY*

### *PHILADELPHIA DISTRICT OFFICE*

U. S. SMALL BUSINESS ADMINISTRATION

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#### **DFC GRAPHICS....READY TO SERVE!**

In 1990, Finesse Chase Cobb started her first business, Family Day Care, Inc., in the Harrisburg area. Since that time, in addition to running the day care center, Finesse has become a devoted advocate for children and families. She has helped to organize child care coalitions and care centers within the church community and advocate for children and family rights at the state level. All of these ventures provide employment opportunities for women in the greater Harrisburg.

After more than a decade as a successful entrepreneur, Finesse with the help of her husband and businessman, David F. Cobb started DFC Graphics, Inc. in 2002. Located at 504 Girard Street in Harrisburg, DFC Graphics has become certified as a minority and woman-owned certified enterprise by the State of Pennsylvania.

In April 2003, through an acquisition of an existing graphics business in Reidsville, NC, the Cobbs expanding their own business base to serve customers as far away as Georgia with its two locations. DFC Graphics provides personalized wearing apparel, ad specialty and promotional items, bar coding forms and labels, binders and presentation folders, catalogs, brochures, booklets and manuals, cards of all types, labels, stock custom continuous, rolls and sheeted, continuous forms and envelopes.

Finesse Chase Cobb was born in the “windy city” of Chicago, Illinois. She received her business management credentials from the University of Illinois, Circle Campus. She started her career with Ada S. McKinley Community Social Service Agency and became the first minority woman to hold the position of Director of Statistical Services. Advancing her professional career, Finesse was recruited by the R. R. Donnelley Printing Company, the largest commercial print company in the world.

With the R.R. Donnelley Company, Finesse began to break the color barrier in the management of international accounts. She was later transferred to the Lancaster, PA area as part of a team to launch the prestigious offset catalog division. After an eleven year career period in the Lancaster area, Finesse decided it was time to pursue the dream of owning her own business and relocated to the Harrisburg area.

Finesse attributes much of the success of her business to the Kutztown University Small Business Development Center (SBDC). The SBDC is a partnership program run through a cooperative agreement between the U. S. Small Business Administration (SBA) and the SBDC. “The Kutztown University SBDC provided me a wealth of knowledge and information that was helpful to my business,” said Ms. Cobb.

In fact, with the help that she received from Kutztown Small Business Development Center, DFC Graphics managed to secure a business loan backed by an SBA loan guarantee through the Commerce Bank in October, 2003.

Thomas G. Tolan, SBA’s Philadelphia District Director stated, “It is always a pleasure to assist small businesses like DFC Graphics, Inc and to see them grow, hire people and help their communities in which they operate.”

DFC's motto is DFC does the job right...The first time, on time every time.